

PROSPERITY WRITTEN ON ITS PAGE.

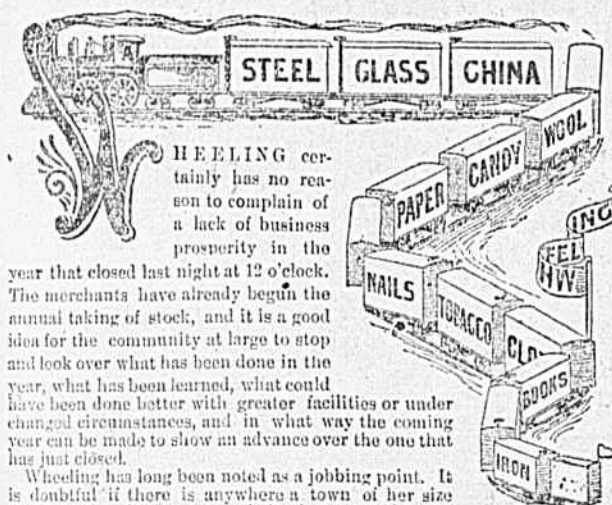
The Year Just Closed One of the Most Prosperous in the City's History in All Lines.

THE JOBBING TRADE WAS NEVER SO PROFITABLE NOR EXTENSIVE.

All the Merchants Have Pushed Their Way into New Territory, and the Old Builds Up.

NEW TOWNS AND NEW RAILROADS MEAN NEW BUYERS OF WHEELING GOODS

Collections Have Been Easier and Money is Plentiful Than in Any Recent Year—Groceries, Hats, Caps, Boots, Shoes, Candy, Hardware, Notions and Every Other Department of the Wholesale Business Felt the Benefit of the Boom that is on This Part of the Country—Some Special Features of Interest in the Year's Record.



WHEELING certainly has no reason to complain of a lack of business prosperity in the year that closed last night at 12 o'clock. The merchants have already begun the annual taking of stock, and it is a good idea for the community at large to stop and look over what has been done in the year, what has been learned, what could have been done better with greater facilities or under changed circumstances, and in what way the coming year can be made to show an advance over the one that has just closed.

Wheeling has long been noted as a jobbing point. It is doubtful if there is anywhere a town of her size which stands higher as a wholesale town. Her geographical position gives her unsurpassed facilities as a distributing point. Her means of transportation enable her to compete to advantage in a wide range of territory with formidably equipped rivals, and she has not only held her own as a jobbing town, but has reaped the harvest properly her due from the large and steady growth of this state and this part of the country.

A GLANCE AT THE YEAR.

In 1891 in most lines the volume of business has been greater than in any previous year of the city's history, and some cases vastly greater. Profits are not as a general thing as large as they used to be, but the increased volume of sales more than compensated for the closer margins on which business must now be done. The increase in population in many parts of the interior of West Virginia and in that section of Ohio more or less tributary to the city has produced an increase of business without a corresponding increase of expense. Collections were as good in the year just closed as in any past year on record. Crops were for the most part good, and the people had money to spend, and spent it. The improved facilities for transportation and travel to such formerly isolated portions of the country as Randolph and Tucker and Barbour counties have cheapened goods to the residents there, so that there is greater buying capacity per capita, while the increase of population has also increased the local business and the communities are richer, individually and collectively.

SOME THINGS NEEDED.

There are several things that would improve Wheeling's wholesale trade, which are within the reach of the business community, requiring only enterprise and sagacity to realize them. So far the growth of her jobbing industry has been but the natural growth of a city located in a growing country. There are large areas of territory really the proper field of Wheeling merchants which are now pouring their money into the coffers of other cities. One of these is that belt of country along the line of the proposed Wheeling & Connellsville railroad, in Western Pennsylvania. That country lies nearer Wheeling than Pittsburgh, yet its trade largely goes to Pittsburgh. The fact that with no adequate means of transportation this city yet does a considerable business with that country but shows what could be done with direct railroad connection.

TIME TO WAKE UP.

As one prominent merchant said yesterday, it is time for Wheeling to wake up. She cannot expect in this era of sharp competition to hold her own against hustling competitors unless she too does a little hustling. The merchants of Wheeling could well afford to put their hands in their pockets and pay out the sun required to make the Wheeling & Connellsville road a sure thing. "Why," said one live man, "our firm would save in a year enough in the expenses of traveling salesmen, who now have to drive over that country to pay our share of a fair assessment for that road." Another thing the desirability of which is much dwelt upon by the live business men of the community is the immediate completion of some traffic arrangement which will let the regular run of the Wheeling & Lake Erie trains into the city. This would place at the doors of the town a rich and growing country, the trade of which would inculcably benefit the jobbing community, and almost as largely the retail merchants in all lines.

THE MANUFACTURING PROSPERITY.

The manufacturing prosperity has been greater than in the usual year of the past. A good deal has been heard about the decadence of certain industries, but aside from the cut nail industry, which was effectually killed by the long strike, the iron and steel industry of the Wheeling district is more important, more varied and more prosperous to-day than ever in the past. There are more men employed, more money is paid out in wages, and more money is made by the manufacturers than ever. Even in nails a few of the local factories have made money, while others have not run at all, the companies owning them having more profitable branches of the business.

In glass the year has been a good one, and the only thing of note that happened was the uniting of the local brick factories with the United States glass company. The Central factory of this city, did the biggest business after joining the combine that any factory in it has done in the same length of time. The potteries have done better than in the past, and have no cause to complain, no factories anywhere being more prosperous. The North Wheeling pottery has just got down to business, and its successful resumption is one of the features of the year in the manufacturing community.

PROGRESS IN ALL DIRECTIONS.

In railroad connections, in quality of business houses, in the number and cost of the new buildings erected, in the prosperity of her banks and other

financial corporations, in new and promising industries and sources of added prosperity to the community, 1891 was the best year in the history of Wheeling. More than that she has in the past year shown greater advancement in those things which mark the distinction between the metropolitan city and the smaller town than in any former ten years almost. The completion of new bridges to Ohio, with an addition of an entire new system of electric railway connection with the suburbs, the inauguration of the Terminal road of trains at frequent intervals to the Ohio side, and other improvements have practically added 50 per cent to the population directly accessible to the business part of Wheeling.

To sum up the results of a review of the year, they show that Wheeling is more of a city than ever before, and that the promise is that her growth and increase of prosperity will be greater in the immediate future than in the immediate past.

THE GROCERY TRADE.

A Decided Increase in the Volume of Business—Special Features.

All the wholesale grocers met seemed to be in a happy mood. They all reported collections fair. Some said they might be better, but then there never was a merchant, who was perfectly satisfied with the state of the money market, and who did not think that his outstanding money ought to come in faster. Of all the business houses visited there was only one, and that a drug firm, which complained of the tightness of the money market. One of the members of this firm stated that some of their country customers, who used to pay up promptly, had lately asked an extension of time, being three and four months behind in their payments, which would seem to not augur well for the coming year.

THE BUSINESS GROWING.

In the wholesale grocery trade there seemed to be but one mind as to the business of the year which closed yesterday. All the jobbers were well pleased with the results of their efforts. Some had employed more traveling men, and others had transacted a larger business than last year's with the same number of traveling men, the same territory they had worked last year having furnished a larger volume of trade.

It was the general opinion of the wholesale grocery trade that a better quality of goods had been sold this year than last. "People seem to be eating better every year," said one jobber to the INTELLIGENCER reporter, "and we are selling a finer quality than we did some years ago. It may be because staples, sugar, canned goods and dried fruits are cheaper."

SO MUCH CHEAPER THIS YEAR

than last, and because the people have more money, owing to the bountiful crops. Our business has increased 25 per cent over the trade of last year, and from the present outlook I anticipate a heavy trade next year."

Other jobbers talk in the same encouraging strain, their sales exceeding by a big percentage those of the last twelve months. The railroad boom in the interior of the state has benefited Wheeling merchants to an encouraging extent. The Monongahela road, from Fairmont to Buckhannon, has opened a big trade to this city, which has only partially been developed, but which will be worked to the fullest extent next year. The Grafton & Greenbrier road is opening a new territory, over which Wheeling drummers have been swarming, with favorable results.

But while the needs of this new territory are being felt by the Wheeling trade, the old territory, which has been worked from this city for a long time, has been sending in an increased number of orders, and merchants in business here are fighting successfully competitors from other cities, who have hitherto almost monopolized the trade.

FANCY GROCERIES.

Mr. George S. Feeny was pleased with the outlook for next year. While the candy and fancy grocery trade had increased considerably, it would not be a circumstance, Mr. Feeny thought, to the coming year's business, and more candy would have been consumed last year, but for the extraordinary fruit crop. Mr. Feeny was of the opinion, that the starting of so many little towns along the new railroads would have a

USE
St. Jacobs
Oil
The Great
REMEDY
FOR PAIN

favorable effect on the wholesale trade of Wheeling, an effect which would be appreciably felt during the coming twelve months.

AS A DRY GOODS MART

Wheeling has a well Established Name and is Maintaining It Well.

In dry goods the jobbers all report a good year, one of them saying it was the best in the house's fifty years' experience. All agreed that it was a great improvement over recent years. As to collections they had no complaint to make, the general verdict being that they were as prompt and as easy as ever they were known. The margin on dry goods gets closer every year, but the increased demand more than makes up for this. It is safe to say that there were in the year 1891 at least twice as great a bulk of goods sold as in any previous year.

The reasons ascribed for this are the increase in population in the old towns of the territory always covered by the Wheeling merchants, the new towns in certain portions of West Virginia contiguous to the city, and the increased facilities for reaching the towns of the vicinity. The collections have been satisfactory, in fact as Mr. L. S. Delaplain puts it, "Better than they have been any year in the past five."

Prices have not been higher in the year than in other recent years, and the McKinley bill is acquitted of the charge of having increased prices of domestic goods to any extent. Wheeling has met the competition of larger cities, and not only held her own, but has been able to claim a lion's share of the increase in her territory.

IN BOOTS AND SHOES

Wheeling Shows Her Ability to Compete With Other Cities in All Grades.

Mr. F. E. McCoy, of the McCoy Shoe company, was asked about the trade in shoes. "I could not answer the question as to whether our business has increased over that of last year," Mr. McCoy said, "as we started in business only late last fall and have no precedent to go by. But I can say this: We commenced business with good expectations, and the trade we have had has exceeded our hopes. We even hope to do better next year. We have many more orders on our books for delivery next spring than we had at this time last year. Our scheme of selling our goods for 5 per cent off for thirty days, and net at sixty days, works all right, though it was a new venture in the shoe trade when we started it. We find that the new railroads in the interior of the state have benefited our trade considerably, enabling us to work up easily a territory we would have had some difficulty in entering without the aid of the railroads. It seems to me that West Virginians are getting to be more willing to patronize home jobbers than they formerly were, and don't appear to think that they must send east for what they want."

"What grade of goods, fine or common, does the trade take?"
"It is surprising to see the quality of the shoes that are selling. The trade appreciates the finer grades, and we are filling more orders for shoes ranging in price from \$2 to \$3.75 than from 90 cents to \$1.75. This would indicate that the people are prosperous, wouldn't it?"

Millinery, Notions, Etc.

In millinery goods, trimmings, notions and that general line of business Wheeling can almost be said to be just beginning to have an important trade. There have been for several years several houses of general and high reputation in the surrounding country, but they have grown in the past few years to be the large concerns they are, and several new houses have come in and are showing a prosperity not usually experienced so soon. With the growth and improvement of the region tributary to this business community, the improvement in those lines which represent rather the taste and the luxuries of life than its necessities, is the most quickly and plainly perceptible, and so it is but logical that these lines of trade should enjoy even a greater degree of prosperity just now in proportion to the past than the more staple lines of goods. Better grades of goods are in demand in increasing quantities. All the merchants report a more than satisfactory year.

The Hat Trade Good.

Wheeling has a considerable jobbing trade in hats, and in this department of the wholesale trade the year just closed was as good as any year ever experienced by her merchants. They report quite their share of increase from the phenomenal growth of certain parts of West Virginia and Eastern Ohio. In some cases they have been able to push trade into new territory, meeting the competition of larger towns and keeping up with the procession. In this branch, as in others, collections have been not only satisfactory, but better than usual. One firm reported that already several bills of good size had been sold for the coming season, and in all the stores there is a significant increase of room and business facilities observed. The Wheeling dealers in hats expect to do in the opening year from 10 to 50 per cent better business than in the year just closed.

Hardware and Iron.

In hardware the same good report made by jobbers in other departments is given. The dealers have done about the same business in proportion as dealers in other staples. In builders' hardware the improvement was even greater. It was the best year for hardware of this kind, and for building material generally, that was ever experienced in Wheeling. The planing mills, too, were busier than ever before, and a decided increase in their facilities was found to be necessary.

In the iron trade the volume of business has been larger, though jobbers don't think that any more money has been made this year than last, the prices being a little less. No appreciable new territory has been opened up in this line. The fall trade was much better than that of last spring, unusually so, and hopes are entertained that the coming months will show the same favorable state of the business.

M. A. BLAIR, alderman, Fifth ward, Seranton, Pa., stated November 9, '83: He had used Dr. Thomas' Electric Oil for sprains, burns, cuts, bruises and rheumatism. Cured every time. DAW

Get rings from Jacob W. Grubb.

SUIT CO.

Edward L. Rose & Co. have a few Tricycles and Bicycles left, which they will sell at holiday prices. Call early.

Strawberry Hams.

Strawberry Hams have become a household word in this city and where ever they have been sold.

Get buttons from Jacob W. Grubb.

STRAWBERRY HAMS have no equal for delicacy and flavor.

H. E. HILLMAN & Co. has the best assortment in the best Plated Ware in the city. H. E. HILLMAN & CO.

KELLY-HUBBARD.

A Fashionable Wedding Out the National Road—The Bride and Groom Well Known Young Society People.

The Hubbard mansion, out the National road, was the scene last night of one of the most brilliant and fashionable weddings that has occurred in this vicinity for some time. The event was the marriage of Miss Julia Payne Hubbard, the charming daughter of Mr. William P. Hubbard, a prominent attorney of the Ohio county bar, to Mr. Wilson Irwin Kelly, son of Mr. A. Wilson Kelly, president of the Belmont mill.

Promptly at 8:30 o'clock the bridal party descended the main staircase to the beautiful strains of the wedding march, played by the Opera House orchestra. They were met by the ushers, Mr. Will Baird and Mr. Arthur Hubbard, who formed an aisle with white ribbon to the centre of the big eastern parlor.

Rev. Dr. W. H. Cooke, who performed the beautiful and impressive ceremony, met the bridal party here, amid a bower of evergreens banked over the old-fashioned fireplace, over which was placed a huge lover's knot formed of white carnations. The bridal party made a charming tableau, standing beneath the chandelier festooned in laurel with streams of evergreens running to the walls; the beautiful and elegant costumes of the assembled guests added to the beauty of the picture.

Immediately after the ceremony the bride and groom stationed themselves in the big parlor, with the attendants, Miss Alma Hubbard and Mr. Charles S. McMahon, of Cambridge, Ohio. Here they received the congratulations and best wishes of their friends. The reception was continued until twelve o'clock, when the guests returned to the city on a special motor.

The bride, who is the eldest daughter, is well known in society as one of its most charming ladies. She is of a dainty blonde type of beauty; her polished and cultured manners have won her the admiration of all her friends. The marriage has been looked forward to with unusual interest in social circles here.

The bride's gown was exquisite white crepe, princess en train, with a heavy bridal veil of tulle and pearl ornaments. Mr. Kelly is a well known young man of high social standing in this city, and holds the position of paymaster with the Belmont Mill Company. He has prepared a very handsome residence on South Front street on the Island, where he and his bride will go to house-keeping. The presents were many and elegant, and fully testified the esteem of numerous friends and relatives.

During the reception elegant refreshments were served. The floors were covered with white canvas, and some time was spent in the enjoyment of the dance.

When the bridal couple left, taking the 10 o'clock train at Elm Grove, they were accompanied to the cars by the guests in attendance, the grounds being brilliantly illuminated with locomotive headlights. Mr. and Mrs. Kelly will make an extended tour in the west, visiting all points of interest.

The Beethoven Dance.

The New Year's dance, given by the Beethoven singing society last night, was well attended by a select crowd of members and friends of the society. Though the attendance was large, it was not too great for comfortable dancing, and every couple had just the right amount of space to move around in. Meister's orchestra played in its usual artistic style.

The committee of arrangements, to which the success of the affair was due, was composed of Messrs. William Muegge, Carl Kling, John Kunz, William Bach and August Friebeitzhauser. A grand Abendunterhaltung will be given on Sunday, January 3. A programme of singing, of instrumental music and of artistic tableaux has been prepared.

The originals of the certificates of cures effected by the use of Ayer's Sarsaparilla are kept on file at the office of the J. C. Ayer Company, Lowell, Mass. Probably no similar establishment in the world can exhibit such a mass of valuable and convincing testimony.

Dr. A. S. Todd's PILLS have never failed to relieve costiveness.

DERBY Silver Plated Ware 20 per cent lower than any other.

H. E. HILLMAN & CO.

Low Rate Excursion to Columbus, Ohio, via B. & O. Railroad.

On account of the inauguration of Governor-elect McKinley, Monday, January 11, 1892, round trip tickets will be sold January 10 and for morning trains January 11 at very low rates, good returning until Tuesday, January 12.

Get charms from Jacob W. Grubb.

We have just received the finest line of Holiday Slippers ever brought to the city.

L. V. BLOOM.

DEATH.

ADAMS—On Wednesday December 30, 1891, at 10:15 a. m., JOHN ADAMS, aged 50 years, 5 months and 20 days.

Funeral service at the residence of his brother-in-law, P. Z. Noble, No. 90 Sixteenth street, Saturday morning at 9:30 o'clock. Interment private.

KRONENWETH—On Thursday, December 31, 1891, at 2:30 p. m., H. FRANKLIN, son of William and Margaret Kronenweth, aged 15 years and 10 months.

Funeral from the residence of his grandparents, No. 521 National Road, on Sunday at 2 p. m. Friends of the family are respectfully invited to attend. Interment at Mt. Wood Cemetery.

We Can't do it

but are willing to pay for learning how to make as good a article as WOLFF'S ACME BLACKING of cheap material so that a retailer can profitably sell it at 10c.

Our price is 20c.

The retailer says the public will not pay it. We say the public will, because they will always pay a fair price for a good article. To show both the trade and the public that we want to give them the best for the least money, we will pay

\$10,000.00

Reward

For above information; this offer is open until January 1st, 1893.

WOLFF & RANDOLPH, Philadelphia.

Pik-Ron is the name of a paint which does work that no other paint can do. New wood painted with it looks like the natural wood when it is stained and varnished.

PAINTERS AND BUILDERS will find it profitable to investigate. All want stores sell it.

JOB WORK

NEATLY AND PROMPTLY EXECUTED

AT THE INTELLIGENCER JOB ROOMS.

HAPPY AND PROSPEROUS 1892—G. MENDEL & CO.

WE WISH OUR FRIENDS AND PATRONS

A Happy and Prosperous

1892.

G. Mendel & Co.

1124 MAIN STREET.

WRAPS AND FUR CAPES—GEO. E. STIFEL & CO.

Geo. E. Stifel & Co.

We are selling our entire line of Wraps and Fur Capes at prices lower than ever mentioned to the trade.

Call and see the stock and we will convince you of the fact.

GEO. E. STIFEL & CO.

WHEELING, W. VA.

STOCK TAKING—D. GUNDLING & CO.

STOCK -:- TAKING

Begins the First of January, 1892.

This means that there is a great many broken lots of Men's, Boys' and Children's Suits and Overcoats to be sold at half price in order to clean them out. Those who have LINGERED in their purchases will now find a brilliant opportunity to buy first-class Clothing at fifty cents on the dollar. We mean business on the first floor.



PERFECT FITTING, The Newest Shades, The Latest Styles, The Most Durable, The Best Workmanship. Therefore Always Satisfactory! None genuine unless marked "P. & P."

WHEELS OF ALL KINDS—EDW. L. ROSE & CO.

ED. L. ROSE & CO.

Wheels of All Kinds. Typewriters in Endless Variety. Sewing Machines, the Best made. Office Outfitings, a Complete Line. Second-hand Bargains in each line. All Goods at Specially Low Prices.

J. L. BALLARD, Manager. 51 Twelfth Street.

DR. MOTT'S PENNYROYAL FEMALE PILLS

for relieving prolonged and painful suppression of the menstrual periods, they are the only safe and certain cure ever offered to women, they are especially made for married ladies, safe and always to be relied upon. Be sure you ask for Dr. Mott's Pennyroyal Pills. They are the genuine, \$1 per box, sent by mail. Dr. Mott's Chemical Co., Cleveland, O. For Sale by Logan Drug Co.